

## Message Text

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PAGE 01 GOTEBO 00257 131036Z  
ACTION EUR-12

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R 130913Z SEP 78  
FM AMCONSUL GOTEBORG  
TO USDOC WASHDC  
INFO SECSTATE WASHDC 0666  
AMEMBASSY STOCKHOLM UNN

UNCLAS GOTEBORG 0257

E.O. 11652: N/A  
TAGS: BTRA, SW  
SUBJ: FOREIGN BUYER PROGRAM: VISIT BY JAN KARLSSON & GERT  
RAIMEL

1. JAN KARLSSON AND GERT RAIMEL OF NEW ENVIRONMENTAL ENERGY DEVELOPMENT (NEED), DR. FORSELIUS GATA 21, S-413 26 GOTEBORG, SWEDEN, WILL VISIT THE UNITED STATES FROM SEPTEMBER 26 TO OCTOBER 10, 1978.

2. BOTH GENTLEMEN HOLD EXECUTIVE POSITIONS AT THE POLLUTION CONTROL DEPARTMENT OF THE GOTEBORG COUNTY GOVERNMENT BOARD, BUT ARE ON INDEFINITE LEAVE TO ATTEND TO THE BUSINESS OF NEED, WHICH COMPANY WAS RECENTLY ESTABLISHED TO DO BUSINESS WITH ENERGY SAVING EQUIPMENT AND TO EXPLOIT SEVERAL NEW PRODUCTS DEVELOPED OR UNDER DEVELOPMENT BY THE OWNERS.

3. THE PURPOSE OF THIS TRIP IS TO TAKE PRELIMINARY CONTACTS WITH POTENTIAL PARTNERS FOR LICENSING IN BOTH DIRECTIONS AND TO NEGOTIATE THE POSSIBILITY TO OBTAIN REPRESENTATION FOR A FEW SELECTED PRODUCTS. THEY HAVE ASKED FOR ASSISTANCE IN SETTING UP APPOINTMENTS WITH THE FOLLOWING FIRMS:

A) JOHNS-MANVILLEN KEN-CARYL RANCH, DENVER, CO 80217, TO DISCUSS ROOFING TILE AND GLASS FIBER; B) ENERGY CONVERSION DEVICES, INC., TROY, MI, TO DISCUSS GLASS SEMICONDUCTORS;  
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C) BEACON SCIENTIFIC, 482 SUNRISE HWY, ROCKVILLE CENTER, NY, TO DISCUSS REPRESENTATION BEACON'S HAMMER WITH A DEVICE TO INCREASE IMPACT; AND D) THE DIVISION OF CORNING GLASS WORKS PRODUCING GLASS DINNERWARE, TO DISCUSS POSSIBLE INTRODUCTION IN SWEDEN.

4. VISITORS HAVE ALSO ASKED THAT AN APPOINTMENT BE ARRANGED

FOR A MEETING WITH A REPRESENTATIVE OF THE DEPARTMENT OF ENERGY SPECIALIZING IN WIND-GENERATED POWER. THEY DESIRE TO DISCUSS AND INFORM ABOUT A DEVICE THEY HAVE INVENTED FOR INSTALLATION IN FRONT OF A WIND GENERATOR, WHICH THEY CLAIM WILL INCREASE WIND VELOCITY AND THEREBY MULTIPLY POWER OUTPUT AT LEAST EIGHT TIMES, COMPARED WITH PRESENTLY KNOWN SWEDISH TECHNOLOGY. MR. GILBERT DYNE, D.E., OF THE CHALMERS UNIVERSITY OF TECHNOLOGY, GOTEBOURG STATES THAT MODEL TESTS CONFIRM THIS. HE ADDS THAT HE IS PRESENTLY NOT ABLE TO PRESENT A THEORETICAL EXPLANATION WHY THIS IS SO.

5. THE OWNERS ENJOY THE CONFIDENCE AND CONSIDERABLE SUPPORT OF A LEADING SWEDISH COMMERCIAL BANK AND ARE PRESENTLY NEGOTIATING WITH A STATE-OWNED INVESTMENT COMPANY FOR A COOPERATION AGREEMENT. A RELIABLE LOCAL CREDIT SOURCE DESCRIBES THEM AS ENERGETIC, CAPABLE AND DILIGENT PERSONS AND RECOMMENDS BUSINESS RELATIONS.

6. VISITORS WILL ARRIVE WASHINGTON, D.C. ON SEPTEMBER 26, 1978. AFTER VISIT TO LOS ANGELES, ITINERARY FLEXIBLE FROM OCTOBER 1 TO 10. THEY DO NOT DESIRE PUBLICITY.  
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